

## Message Text

CONFIDENTIAL

PAGE 01 CASABL 01155 191226Z

41

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
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R 191000Z OCT 76  
FM AMCONSUL CASABLANCA  
TO USDOC WASHDC  
AMEMBASSY BERN  
AMEMBASSY RABAT  
INFO SECSTATE WASHDC 4409

C O N F I D E N T I A L CASABLANCA 1155

E.O. 11652: GDS  
TAGS: EFIS, MO, US, BEXP  
SUBJ: PRE-SELECTION BID NOTICE FOR FISHING VESSEL CONSTRUCTION

BEGIN UNCLASSIFIED

1. THE MOROCCAN OFFICE NATIONAL DES PECHEES (ONP) HAS UNOFFICIALLY INFORMED THE RFA THAT PRE-SELECTION BID ANNOUNCEMENTS FOR THE CONSTRUCTION OF 12 SARDINE SEINERS AND 7 TUNA SEINERS WILL BE ANNOUNCED SOMETIME IN DECEMBER 1976.

2. QUALIFIED U.S. SHIPBUILDING FIRMS SHOULD ACT NOW TO PREPARE PRE-SELECTION DOCUMENTS WHICH MUST BE SUBMITTED IN FRENCH. FIRMS SHOULD PREPARE DRAFT DOCUMENTS PROVIDING ONP WITH FULL DETAILS ON FIRM, HISTORY, SALES RECORDS, TYPES OF VESSELS BUILT, NUMBER OF TECHNICIANS, DRAFTSMEN, WORKERS, SIZE OF SHIPYARD, ANNUAL BUSINESS, BANK REFERENCES, ETC. PHOTOGRAPHS AND BLUEPRINTS OF PAST WORK MIGHT PROVE USEFUL. ENTRANTS SHOULD EXPECT STRONG INTERNATIONAL COMPETITION AND THUS SHOULD HAVE A COMPLETE DOSSIER READY FOR SUBMISSION. ENTRANTS ARE ADVISED TO SEND PACKET VIA REGISTERED AIRMAIL IN ORDER TO MEET DEADLINE WHEN ANNOUNCED. ENTRANTS SHOULD NOT RPT NOT SEND APPLICATIONS UNTIL DATE HAS BEEN FORMALLY ANNOUNCED BY ONP.

3. SCREENING OF APPLICATIONS PRESUMABLY WILL BE HANDLED BY MAIERFORM, 6 RUE BELLOT, CASE POSTALE 528-1211, GENEVA,  
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PAGE 02 CASABL 01155 191226Z

SWITZERLAND (TELEX 22181). FIRMS MIGHT WISH TO SUBMIT

DUPLICATE SUBMISSIONS TO MAIERFORM AS WELL.  
END UNCLASSIFIED

4. FYI: HEMISPHERES INC AND MARINE DYNAMICS CORPORATION BOTH SUBMITTED PRE-SELECTION APPLICATIONS FOR CONSTRUCTION OF 18 STERN TRAWLERS ANNOUNCED IN LE MATIN ON JUNE 14, 1976. BOTH FIRMS MET DEADLINE, BUT WERE JUDGED INELIGIBLE BY MAIERFORM; THIS WAS TOLD TO FRA BY MOHAMED M'CHACHTI, DEP/DIRGEN OF ONP. DESPITE VERBAL ASSURANCES THAT PRE-SELECTION APPLICATIONS COULD BE SUBMITTED WITHIN A "REASONABLE TIME" AFTER THE 6/30/76 DEADLINE--BY MOHAMED BENJELLOUN, CHEF DU DEPT. COMTABLE ET FINANCIER OF ONP, TO MEMBER OF CONGEN ECON/COMM STAFF (ON 6/14/76) AND TO RFA ON (6/21/76)--RYSKO SHIPYARDS PRE-SELECTION APPLICATION SUBMITTED BY GEORGE KULSTAD IN FRENCH ON JULY 14, 1976 BUT NOT CONSIDERED. BENDER SHIPBUILDING COMPANY REP, TONY HESS, WAS INFORMED DURING OCTOBER 11-15, 76 VISIT TO MOROCCO, THAT APPLICATIONS WERE NO LONGER BEING CONSIDERED, EVEN THOUGH HE HAD BEEN ASSURED BY MOROCCAN EMBASSY IN WASHINGTON DC THAT ONP WAS STILL SEEKING APPLICATIONS.

5. ACTION USDOC: RFA BELIEVES THAT U.S. SHIPYARDS SHOULD BE ENCOURAGED TO ENTER INTO PRE-SELECTION/BIDDING PROCESS BOTH IN ORDER TO DEMONSTRATE U.S. INTEREST IN MOROCCO AND BECAUSE MOROCCO DOES OFFER EXCELLENT SALES POTENTIAL FOR U.S. SHIPBUILDERS. STRONG INTERNATIONAL COMPETITION, ESPECIALLY FROM FRENCH AND SPANISH SHIPYARDS--WHICH MAY HAVE ALREADY WORKED OUT "SPECIAL" ARRANGEMENTS WITH ONP FOR CONSTRUCTION OF NEXT SERIES OF VESSELS--SHOULD BE EXPECTED. REQUEST USDOC URGE ENTRANTS TO (1) APPLY ONLY IN FRENCH, (2) MAKE EVERY EFFORT TO MEET DEADLINE, AND (3) TO DOCUMENT DATES AND OBTAIN RECEIPTS THROUGH USE OF REGISTERED MAILS. COPIES TO RFA AND TO MOROCCAN EMBASSY IN WASHINGTON DC AND POSSIBLY TO MAIERFORM MIGHT BE HELPFUL.

6. ACTION AMEMBASSY RABAT: SINCE RFA HAS ALREADY OBTAINED INSIDE, ADVANCE NOTICE ON DECEMBER BIDS, THE EMBASSY MIGHT CONSIDER MAKING LOW KEY APPROACH TO APPROPRIATE MINISTRY OFFICIALS, MENTIONING OUR DESIRE THAT GOM PROVIDE EMBASSY/CONSULATE/RFA WITH ADEQUATE LEAD TIME  
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PAGE 03 CASABL 01155 191226Z

FOR FUTURE PRE-SELECTION NOTICES MENTIONING PAST U.S. ATTEMPTS TO MEET DEADLINE. SUGGEST EMBASSY AVOID MENTION OF SPECIFIC FIRMS AND CAST ANY DISCUSSION IN TERMS OF WHAT U.S. FIRMS SHOULD DO IN DECEMBER TO INSURE FULL CONSIDERATION.

7. ACTION BERN: MAIERFORM DRAWS BLUEPRINTS FOR VESSELS AND APPARENTLY JUDGES ELIGIBILITY OF PRE-SELECTION ENTRANTS. U.S. SHIPYARD REPRESENTATIVES WHO SPOKE TO RFA QUESTIONED

MAIERFORM'S QUALIFICATIONS IN THIS FIELD, SINCE SWITZERLAND  
DOES NOT HAVE A MARINE FISHERY. REQUEST EMBASSY VERIFY ALLE-  
GATION THAT MAIERFORM'S STRONG ROLE IS EXPLAINED BY FACT THAT  
DAHMANE LAYACHI, DIRGEN OF ONP HOLDS ONE-THIRD INTEREST IN  
MAIERFORM. MONJO

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## Message Attributes

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**Disposition Approved on Date:**  
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